

THE TEAM OWNERS REVIEW

VOL. XIII., NO. 3.

MARCH, 1914

U. S. Department of Agriculture.

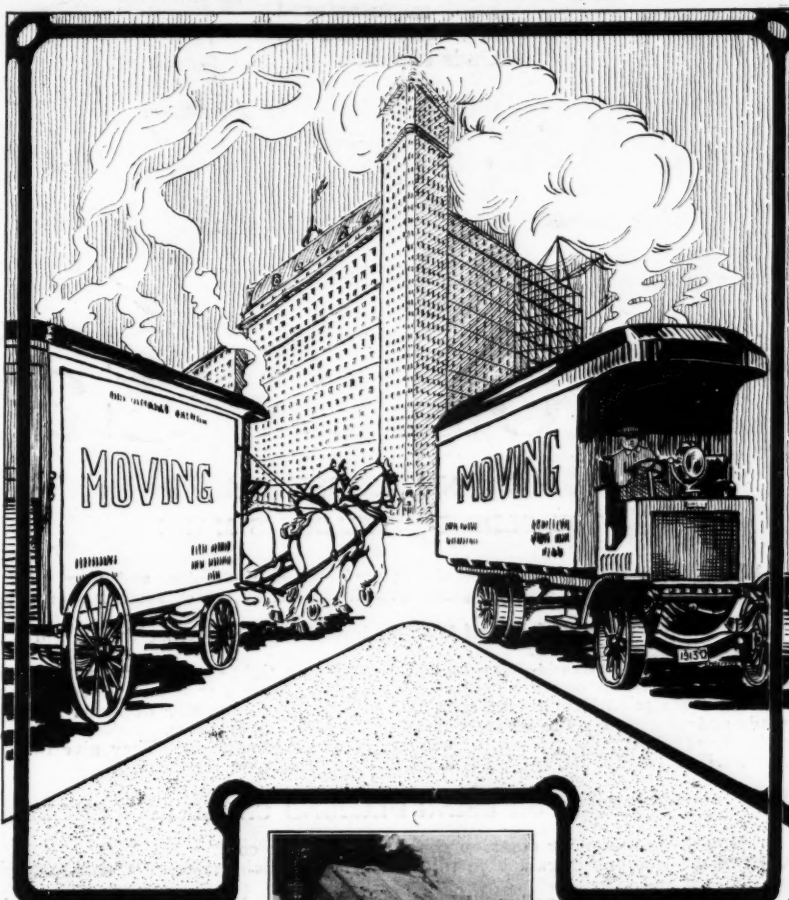
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IN THIS ISSUE:

Association
Requests
Co-Operation
in Tailboard
Delivery
Fight.

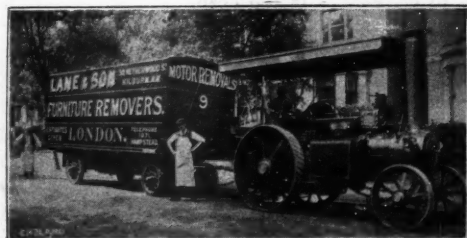
Storage
Warehouses
Under Public
Utilities
Commission.



IN THIS ISSUE:

Government
Gives
Methods
for Controlling
Blind
Staggers.

Cost of
Moving
by Horses
and by Motor
Compared



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THE TEAM OWNERS REVIEW



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TEAM OWNERS REVIEW

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THE TEAM OWNERS REVIEW

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The Team Owners Review is published in the interest of the men and companies who are engaged in what may be comprehensively called "the Trade of Teaming," to which belong Transfer, Warehouse and Express Companies, Truckmen, Carters, Hauling Companies, Livery Stable Owners, etc., etc.

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CONTENTS OF THIS ISSUE:

Co-Operation Wanted in Tailboard Delivery Fight	3
News of the Local Associations	3
Reply Filed in Tailboard Delivery Fight	5
New England News: By W. D. Quimby	9
Methods to Control Blind Staggers	11
The Team Versus the Motor Van on Household Removal Jobs	13
Warehouses Under Public Utilities Commission	15
Motor Truck Owners' Review	20

From the Inside Out.

WITH this issue, THE TEAM OWNERS REVIEW comes under new management. This does not mean that the paper will be greatly changed in any particular way. It means that high ideals, new blood and new ideas have come into the offices and that co-operation with the Team Owners' Association of America and the American Manufacturer's Association, shall be the keynote of our policy from this time forward.

Whether or not this policy shall be a success in every way, our readers alone can judge.

The columns of the paper shall remain open to expressions of opinion from our readers regarding the questions of the day in our own particular field. Whatever reforms either of the associations may desire in behalf of haulage and delivery conditions, THE TEAM OWNERS REVIEW stands ready to take up with them, supplying ammunition in the form of data, figures and fundamental truths, as in the fight for tailboard delivery, now going on; and THE TEAM OWNERS REVIEW shall not hesitate to occasionally take a shot itself.

Permit us to repeat "Let our readers judge."

Some Sweeping Statements.

UNDER the heading "Motor Vehicles Not Dangerous," in the motor truck department of this issue of THE TEAM OWNERS REVIEW is published an article by the Automobile Chamber of Commerce, Inc., the gist of which is that statistics show that motor vehicles are less dangerous to pedestrians and others than horse vehicles. The claims are based upon the fact that motor vehicles are greatly increasing from year to year, and upon the supposition that the number of horses used has remained stationary for several years past. True, motor vehicles, with the emphasis on the pleasure cars, have made tremendous increases in point of numbers within the past few years. Motor trucks have not yet gained much hold on the haulage and delivery field. But upon what basis can one estimate that the number of horses in use has remained stationary for the past several years?

Statistics show that the pleasure cars have, for the most part, been purchased by persons who never used horses for a similar purpose. A recent issue of "The Rider and Driver" took up this question and disposed of it for some time to come. The carriage horses on Fifth avenue in New York City are coming back, as

any casual observer can see. Many of the motor trucks purchased for haulage and delivery have been added equipment rather than factors in displacing the horses. Firms have needed them for long haul work, as a means of reaching out into new territory and expanding their business.

In the article in question, the statement is made that in Chicago the number of horses licensed under the local wheel tax have decreased in number 4,000 in the past three years. Figures do not lie, it is said, but what particular reason is there for a decrease in the number of horses in Chicago? Certainly they were not carriage horses, for these do not come under the wheel tax. Chicago is one of the slowest cities in the United States as far as the adoption of motor trucks is concerned. There are but 3,964 motor trucks in Chicago as compared with 5,500 in New York City. The merchants of Chicago were too progressive; they tried motor trucks before the engineers had gotten through trying them, and the result is that the merchants are going a little more slowly in Chicago now, on the motor truck question.

Further on in the article, the statement is made that there are 75,000 horse-drawn vehicles in New York City. This would mean that there would be approximately only 125,000 horses in the city. It is said that this estimate was made several years ago. Just one and one-half years ago, the Board of Health in New York City, when asked for an estimate on the number of horses in use in haulage and delivery alone in New York, told the editor of THE TEAM OWNERS REVIEW that there were approximately 250,000 such animals in service. Who is right?

"As there are no actual figures on horses," the article says, "No accurate estimate can be given." If there are no actual figures, what is there to prove that horses have not increased in number in New York?

The article says that no horse averages more than 20 miles per day. Quite true; no work horse averages that much, day in and day out for an entire year. An average of 50 miles is claimed for the average motor truck. As compared with some of the claims we have heard, this is a very conservative estimate. And yet, through the experience of the editor of THE TEAM OWNERS REVIEW, he feels that he can safely say that the average would not be more than 40 or 45 miles per day for an entire year, considering all the motor trucks in service. Indeed, few electric trucks would average 45 miles per day and there are many gasoline vehicles which do not average over 35 miles. But a gasoline truck is operating most economically when it is making an average of about 50 miles per day.

A point that the writer of this article has evidently overlooked in comparing the fatalities due to motor vehicles and horse vehicles, is that fully 90 per cent of the motor vehicles in use are pleasure cars, most of which are in the hands of owner-drivers who are exceedingly careful. More than 50 per cent of the mileage covered

by these vehicles is over uncongested country roads where accidents to pedestrians are few. As for the motor trucks, most of these go out into the country districts where there is very little traffic. It is safe to say that a large percentage of their travel is over open roadways.

On the other hand, the work of the horse keeps him in the congested thoroughfares of the cities where pedestrians dodge under his very nose, thousands of times each day, where locked wheels may mean a wheel off with a by-stander injured and where slippery pavements may cause a horse to fall, injuring some one who got in the way. Motor vehicles meet this trouble with slippery pavements as well as the horses.

The statistics of New York are compared with Massachusetts. Massachusetts is one of the New England States through which thousands of automobile tourists travel every season. Most of this travel is over country roads where there is little danger of accidents.

The statement is made that the proportion of motor traffic in the larger cities of the country is greater than the proportion of horse traffic. Evidently the writer has never been on any of the big shipping streets in our larger cities, has never seen the thousands of horses which are the only motive power by which it is practical to carry on the shipping and receiving work in these congested districts.

Increasing Membership in St. Louis.

THE committee on arrangements for the banquet of the St. Louis Team Owners' Association has requested every member who will be present on that occasion to bring with him a friend who is a prospective member of the Association. The friend of the member is to be the guest of the Association for the evening.

We will all be interested to learn just how this plan works out. The St. Louis body is to be congratulated on its activity and its progressiveness. The plan is a good one and worthy of consideration by the other local Associations. The membership at St. Louis should double this month, for they have taken the right road out there.

Bran Seized Under Food and Drugs Act.

Recent seizures made upon the recommendation of the Department of Agriculture, under the Food and Drugs Act, included a shipment of wheat bran. None of these cases has as yet been tried, but all will be brought before the courts, when it will be determined whether the government's charges are justified.

Six hundred bags of wheat bran, alleged to have been shipped by the H. E. McEachron Company, Wausau, Wis., were seized December 11, 1913, at Cincinnati, Ohio. Adulteration and misbranding was charged in that the product was labeled "Wheat Bran," when in fact it consisted of wheat bran, screenings and chaff.

CO-OPERATION WANTED IN TAILBOARD DELIVERY FIGHT

To the Editor of the Team Owners Review:

The National Team Owners' Association is making a consistent effort to obtain Tailboard Delivery from the common carriers. The representatives of the Association, assembled in Convention at Minneapolis last year, agreed that there could be no greater boon to the members of the Association than to have Tailboard Delivery afforded by the carriers. We desire the co-operation of every Team Owners' Association and every individual team owner in the United States, for whatever is accomplished will benefit all. Ideas, suggestions and help will be greatly appreciated. Any idea, however unimportant it may seem to you, may prove of great value to the Association. Do not hesitate to communicate with the National Secretary, Theodore Gabrylewitz, at 31 North Sixth street, Philadelphia, Pa.

Philadelphia, February 24, 1914.

THEODORE GABRYLEWITZ,
Secretary, National Team Owners' Association.

Among the Associations.

Pittsburghers Prepare for Convention.

The Team Owners' Association of Allegheny County will meet in Pittsburgh on Thursday evening, March 5, and will elect officers for the ensuing year. Additional business at the meeting will be the appointment of committees to prepare for the National Convention in Pittsburgh next July. Members will be chosen to serve on Finance, Reception, Entertainment, Program and all committees.

Keep Dolan in Chair in Mercer County.

The following officers were elected at the February meeting of the Mercer County Team Owners' Association in Trenton, N. J.:

President, Peter H. Dolan; vice president, William C. Hess; secretary, William S. D'Arcy; treasurer, Charles M. Moses; sergeant-at-arms, John J. Lehner; trustees, Henry H. Krewson, Harvey G. Reed, Frank J. McClain, Granville M. Bremerman and Edward J. McCardell; executive committee, Charles J. Cunningham, Joseph Taylor, Charles M. Moses, George H. Hard and David E. Sipler.

The association has moved into a fine suite of rooms in the Wilkinson building, 203 East State street, and will soon increase its membership by the admission of contributors. After February 24 the fee for full membership will be \$25.

Editor THE TEAM OWNERS REVIEW:

"We feel very much at home in our handsomely-furnished suite of three rooms, directly opposite the postoffice. The rooms are always open and are in charge of our treasurer, Charles M. Moses, who is never so happy as when entertaining guests. Any member or friend from another city should be sure to look us up when in Trenton."

WILLIAM S. D'ARCY, Secretary.

Houston Owners to Affiliate With National.

Over two-thirds of the members of the Houston Team Owners' Association were present at the Febru-

ary meeting in Houston, Tex, when it was decided to affiliate with the National Team Owners' Association of America.

Beside the members of the Association who were present several visitors attended the meeting. These were H. E. Hildebrand, of the Carter-Mullaly Transfer Company, of San Antonio, Louis Horner, of the Dallas Transfer Company, Dallas, and L. Hammersmith, of New Albany, Ind.

There was an interesting discussion on legislation, this being led by S. J. Westheimer, Mr. Hildebrand and Mr. Horner. Both Mr. Hildebrand and Mr. Horner promised to give their support to any legislative measures which may come before the next session of the Texas Legislature if these are endorsed by the Houston Association. They also promised to exert their best efforts toward organizing team owners' Associations in their respective cities.

A letter from "RAD" to the secretary was read and discussed.

After the business of the meeting had been disposed of refreshments were served and the meeting was adjourned at a late hour, it being the opinion of all that they had thoroughly enjoyed themselves.

ADOLF WESTHEIMER, Secretary.

St. Louis Association Holds Banquet.

The St. Louis Team Owners' Association held its annual banquet on Saturday evening, February 28, at the Missouri Athletic Club. The committee on arrangements requested each member attending the meeting to bring with him a prospective member as his guest. The Association has long been looking forward to this banquet with the hope that it would be one of the most encouraging affairs ever held in St. Louis in introducing outside team owners to the good work of the Association which has come about through the untiring efforts of the local officers.

At the January meeting President Weber submitted his annual report which was listened to with great interest by the members. Mr. Weber's talk touched upon the good work accomplished during the year and also upon the healthy condition of the Association's finan-

cial standing. Several recommendations for the coming year were suggested.

The team owners of St. Louis were very fortunate in having a fairly open winter up to Friday, February 13, when a heavy snow storm set in and hindered traffic to a great extent. Street Commissioner Talbert put a thousand men to work at once shoveling snow, upward of 450 teams being employed to carry it away. By Monday a large section of the downtown district had been entirely cleared.

A. J. KUEFFERT, Secretary.

Chicago Cartage Club Very Active.

The Chicago Cartage Club has a number of committees out, but these have as yet been unable to finish their reports. Some interesting developments are expected in time for the April issue of THE TEAM OWNERS REVIEW, however.

The club has a number of questions up with the railroads, which will give the team owners of Chicago much better service than they have had in the past. The executive committee also has a number of irons in the fire at present and results are expected from these soon.

The club expects to have a large delegation at the Annual Convention in Pittsburgh, this year.

JAMES S. BROWN, Secretary.

Detroit Cartage Club Holds Dinner.

A large number of the members of the Detroit Cartage Club enjoyed the annual dinner, which was held in Detroit on February 24. The event was purely a social affair, there being no pressing business before the club. W. A. Young was among the speakers, Mr. Young telling briefly of the work that some of the local Associations are doing and informing the members on the "Tailboard Delivery Fight," showing them how it would be to their advantage to co-operate with the National Association.

It was in the "wee sma' hours" that the party broke up, everyone agreeing that the dinner and the social evening had been one of the most enjoyable ever held in Detroit.

Will Enlarge Cold Storage Building.

The W. H. Mandaville Company, Inc., of Olcott Beach, N. Y., is preparing plans for the enlargement of its cold storage building in that village. A three-story addition will be put up on the east side of the present structure, doubling the size of the plant. A chemical freezing plant will be installed. Work will begin just as soon as the weather permits.

Praises Brooklyn Bush Terminal.

R. E. Ireton, director of the educational bureau of the Bush Terminal at Brooklyn, N. Y., gave an illustrated lecture on "The Bush Terminal; a Modern Freight City," before the Brooklyn Engineers' Club recently, in which he told how the 200 tenants avoid the necessity of paying fire insurance premiums on ac-

count of the fireproof buildings there, and in the neighborhood.

Mr. Ireton also explained how the equipment of the terminal does away with delays in handling freight; how the docks are big enough to accommodate 50 large ocean steamers at one time, and how 17 different steamship lines ply between the terminal and every quarter of the globe. The terminal operates 10 great industrial buildings, seven huge docks, 130 capacious warehouses, 25 miles of railroad track and a yard with accommodations for 2,000 standing freight cars beside a large amount of other equipment.

Gets Site for New Storage Building.

The Fireproof Storage Company, of Cleveland, has leased one of the largest pieces of land remaining open in the East End residence district of Cleveland, and will improve it by the erection of an eight-story storage building.

The land has a frontage of 95 feet, and a depth of 580 feet. The new building, which the Fireproof company will put up in the spring, will be 80 by 200 feet, and eight stories high. The new house will give the company 100,000 square feet of floor space in addition to the 149,000 square feet it already has in its other five buildings.

The first two floors of the new building will be used for motor vehicle storage and the other floors for furniture storage. The building will stand on the north side of Carnegie avenue, Northeast, near East Sixty-fifth street. The lease taken by the Fireproof company is for 99 years, renewable for a like period. The lease is said to have been made for a flat rental based upon a valuation of \$330 per foot front.

Cotter Company to Have New Building.

The Cotter Transfer & Storage Company, of Mansfield, O., has purchased a lot on West Third street, in that city and will build a four-story fireproof storage warehouse on it this spring. The lot purchased has a frontage of 90 and a depth of 180 feet. The new warehouse, which will be used for the storage of household goods exclusively, will have a frontage of 90 feet and a depth of 60 feet. When the building is completed, the Cotter company will have nearly 100,000 square feet of storage space.

A large elevator for lifting the big moving vans to the floors where the goods are to be unloaded and stored will be a feature of the equipment of the new house. A room in which the temperature will be even throughout the year, will be provided for the storage of pianos.

Takes Over Hastings Business.

The H. B. Borley Transfer & Storage Company has taken over the transfer, forwarding and storage business of J. H. Hoagland in Hastings, Neb., and will conduct it from offices at 504 South Kansas avenue.

Reply Filed in Tailboard Delivery Fight

THE final argument in the case of the Philadelphia Team Owners' Protective Association against the Philadelphia & Reading Railway Company, in the fight for tailboard delivery at the Philadelphia terminals will be held before the Interstate Commerce Commission in Washington, on March 6. The argument for the complainants, and the intervening petitioners, the National Team Owners' Association of America, will be presented by the attorneys for the Association, Messrs. Pierson and Shertz, of Philadelphia, and by Theodore Gabrylewitz, secretary of the National Association.

Hearings in the Cincinnati and New York cases, where the facts are much like those adduced in the Philadelphia case, will be set for an early date, probably some time in April or May.

The counsel for the complainants has prepared a reply brief on their behalf to be submitted to the Commission at the hearing. This reply brief sets forth the case of the team owners in 35 pages and is illustrated with twenty-two photographic reproductions showing conditions at the Philadelphia terminals. In the brief the team owners have stated their reply under five main headings as follows:

1—Complainants' Answer to the Denial of Jurisdiction.

2—Complainants' Answer to the Denial of Competency of Complainants.

3—Complainants' Answer to Certain Charges of Mendacity.

4—The Terminal Problem As Demonstrated by Complainants Re-stated in New Form.

5—Summary.

In the introduction the brief states that the complainants have not undertaken to file a reply to the brief filed on behalf of the Merchants & Miners' Transportation Company, feeling that this requires no answer.

The introduction further states:

"It is the settled purpose of the Commission to compel the railroads to increase their efficiency and cease their waste. Efficiency is what the complainants seek. They insist that waste shall stop. They demand that the leaks and wastes in the railroad terminals, arising from inefficient methods of handling goods shall no longer be borne by them. They are convinced that this can be done only by adopting and using the most modern, most effective and most rapid system available for handling of freight after it is unshipped in the terminal.

"If the Commission directs the carriers to install a system in their terminals other than tailboard delivery, but which will make it possible to move freight more rapidly and more economically so that the gains shall be to the whole of commerce, we shall be content."

Answer to Denial of Jurisdiction.

Under this heading, the team owners first open up



Plate XX.

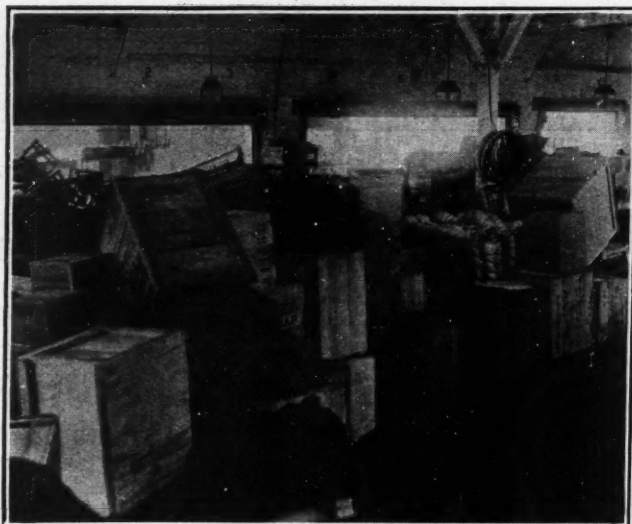


Plate VII.

their guns on their adversaries. The reply brief states:

"Examination of counsel's brief for the defendants discloses the fact that under the title 'Argument' they have re-stated part of the law on which a correct determination of the cause hinges, as set forth by the complainants. They have omitted to state, however, either the extent or limitation upon the Commission's power in dealing with the terminal problem. It may be that this accounts for their undertaking to question the jurisdiction of the Commission in this case.

"In the Act to Regulate Commerce, Congress carefully defines the jurisdiction of the commission by stating: First, the carriers to which the Act applies; second, what the term 'common carrier' includes; third, what the term 'transportation' includes. The term 'common carrier' includes all switches, spurs, tracks and terminal facilities of every kind. The term 'transportation' includes all instrumentalities and facilities of shipment or carriage, and all services in connection with the receipt, delivery, elevation, and transfer in transit, ventilation, refrigeration, or icing, storage, and handling of property transported.

"Congress was not satisfied merely to define the common law duties of a carrier with respect to the receipt, handling, delivery and storage of freight and to give the Commission jurisdiction over the carriers, their duties, and their activities, so defined. In that jurisdiction Congress specifically included 'terminal facilities' and the 'handling of property.'

Answer to Denial of Competency of Complainants.

"The evidence already set forth in the Complainants' brief shows that the Philadelphia Team Owners' Protective Association is a corporation incorporated under the laws of the State of Pennsylvania. The intervenors are a corporation incorporated under the laws of the State of New York.

"Theodore Gabrylewitz and John Sheahan, Jr., are teamsters and both are consignors and consignees of freight. In short, the complainants are merchants with an investment aggregating several millions of dollars. They perform a function in connection with the transportation of freight, equally essential with that of the carriers here defendant.

"If the members of the Team Owners' Association in Philadelphia were to take off all their teams (those owned and operated by others and those owned and operated by themselves), in 72 hours' time, under normal conditions, the movement of freight into Philadelphia terminals would have to stop and in one week's time, Philadelphia would be starving.

"With respect to who may make complaints the Act says that 'any persons, firm, corporation, company or association, or any mercantile, agricultural society, or other organization, or any common carrier complaining of anything done or omitted to be done by any common carrier, in contravention of the provisions thereof, may apply to said Commission by petition which shall briefly state the facts.'

Answer to Charge of Mendacity.

"He was thought to be wise who said to the young lawyer 'If you would win your case when the law and the facts are against you, accuse the opposing counsel of being an atheist and thereby convince the jury that he and not your client, is the horse thief.'

"In order that the Commission may see how fully this advice has been availed of by counsel for the defendants, and therefore give proper weight to their arguments, we reproduce here certain statements in the defendant's brief as follows:

"At the hearing this invitation was formally made and it is respectfully submitted that, in view of the patent exaggerations and misrepresentations and the conflict-



Plate X.

ing testimony which are found in the record and the amazing misstatements made in the brief filed on behalf of the complainants, such inspection should be made by the Commission if it is not satisfied from the record that the charges of failure to make a lawful delivery and of undue and unreasonable discrimination, which are made against the defendants in this proceedings, are as groundless and wanting in merit as they were judicially determined to be by the Pennsylvania State Railroad Commission.

"Under these facts a statement such as appears on page 11 of the (complainants') brief, to the effect that in the final analysis the teamster must search out from the great mass of merchandise in the station the packages belonging to the consignee, cannot be overlooked, nor can it be considered in any light but in the light of an intentional deception, and certainly unsupported by the testimony quoted by counsel and relating to the Pennsylvania Railroad stations.

"While that is slightly lower than the greater number of tests show the actual time to be, it clearly shows the absurdity of counsel's statements, for, of course, without adequate and proper aisles it would be impossible to remove the freight from these platforms.

"The charges contained in counsel's brief alleging unfair and discriminatory methods of handling the business of the Pennsylvania Railroad stations are so utterly groundless and improper that they hardly justify any comment in addition to the general statements of all the defendants set forth in the earlier part of the brief and describing the practices at all the stations.

"A few sporadic references made in the various exhibits of complainants to delays at Baltimore & Ohio stations, and a similar reference made in Exhibit No. 1 of complainants' brief, are so devoid of the factors necessary in order to determine with any accuracy just what is referred to, that any attempted analysis of the figures given would be entirely futile. * * * * Other errors scattered through the brief are so patent, as not to require special notice here. They are refuted in every instance by the record."

Other passages of a similar nature are quoted from the defendant's brief and then the reply brief goes on to say:

"Lack of space forbids us here to reproduce more of these gems of literature, which with such scintillating brilliancy of continually repeated thought and verbiage pirouettes through page after page of the defendants' brief. We realize that every story must have some peg, real, manufactured, or imagined, upon which to hang. We leave to the student of psychology or any other interested party, the choice of the peg on which defendants' brief is hung.

"There is, however, one answer that can be offered by us and that is the silent answer of some of the photographs themselves, which were produced at the hearing and made an integral part of the evidence."

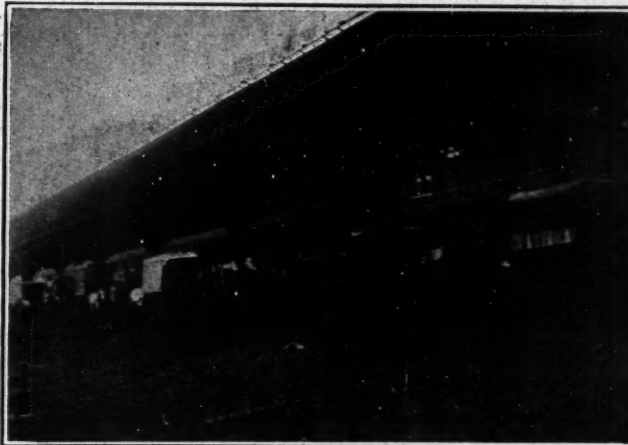


Plate XIV.

The photographs mentioned are then given in the brief, an explanation being given beneath them, attention being called to the condition which they depict. THE TEAM OWNERS REVIEW was able to obtain some of these illustrations through the courtesy of Mr. Gabrylewitz, and submits them to its readers herewith.

Plate XX shows the Philadelphia & Reading terminal at Thirteenth and Callowhill streets, in Philadelphia. The discriminatory method of piling the goods of favored consignees high in the doorways, thus preventing other consignees from reaching their goods is pictured plainly.

Plate VII shows furniture, soap, burlap, sewing machines, tea, dress figures, grapes, oil, boxes, crates, butter, glass, fish and other articles piled together. The complainants testified that they regarded this as a "conglomeration" of goods instead of a 'segregation.' The photograph from which this illustration was made was taken at House 4 of the Philadelphia & Reading system.

Plate X shows more of the various ways in which the carriers are remiss than any other. It depicts conglomeration, blocked or closed doors, superimposition of goods, goods piled to dangerous heights, pockets in which goods are lost to view by being pushed back, and later arrivals, i. e., goods for one consignee, placed in front of goods for other consignees. The condition shown is an example of the conditions prevailing at the spot where the picture was taken at the Broad and Washington avenue terminal of the Pennsylvania Railroad.

Plate XIV shows a few of the teams that have to wait in line until they get an opportunity to get to the platform and unload. This picture, which is one of a set of several appearing in the reply brief all showing similar scenes, was taken at Pier 8 of the Philadelphia & Reading system.

Another example of the conglomerate method of

piling goods is given in Plate XXII, which shows conditions at the Dock street terminal, Section 4, of the Pennsylvania Railroad. This speaks for itself of the careless piling which is such a disadvantage to the teamster. No aisles were left through this pile, in which there is a little bit of everything under the sun.

"We have no fault to find," says the brief "with or comment to make about the defendants' assertion that the burden of proof is upon the complainants. That burden the complainants are fully able to bear by their reliance upon the mute but constant and convincing proof of the photographs.

"The photographs herein reproduced were taken on the 3rd and on the 17th of November, 1913, and are 18 out of more than 100 similar photographs produced at the hearing and identified by the complainants in their case as taken on the days mentioned at the several stations, piers and docks of the defendants. These photographs show conditions as incidental visits found them. It needs no statement from the complainants' witnesses to prove that the conditions shown could not have been specially prepared for the complainants' case. These photographs present either a most remarkable series of incidents wherein congestion and conglomeration conspired with one another to happen at a moment most propitious to the complainants' cause, or else they present a fair view of conditions as they are.

"The fact that the photographs taken on the 9th day of December, 1912, and presented before the Pennsylvania State Railroad Commission at Harrisburg, show substantially similar conditions, must go a long way toward removing any doubt as to the real import of the

whole series of photographs. It is not likely that a photographer could have gotten substantially similar photographs on occasions separated by an interval of upward of 11 months. We are therefore, quite willing to let the complainants' photographs speak for themselves as bearers of the burden of proof.

The Terminal Problem Re-Stated.

"Congested stations and the delay in securing freight from stations in Philadelphia combine to effect a most serious stricture on commerce. This costs the team owners here complainant, money. It costs the railroad money. It compels all the parties to a given movement of freight to make useless expenditure.

"We are confronted with a condition, not a theory. We find carriers in general granting allowances for accessorial services in connection with the receipt of goods from the larger shipper. We find the carriers in general placing and spotting goods for the big consignees. This costs the carriers money. But we look in vain for any real present effort either to remove or to improve the congested conditions and station delays which surround the receipt and delivery of package freight at Philadelphia. This also might cost the defendants money.

"It still behooves any carrier, while paying larger sums of money to some shippers for accessorial services profitably performed by those shippers, and performing costly delivery service for some consignees free of charge, here to plead poverty and expense by way of set off against their failure to see a duty well done, which duty

(Continued on Page 18.)



Plate XXII.

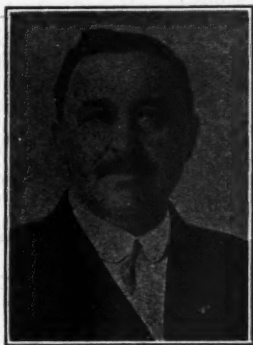
NEW ENGLAND NEWS

[From Our Own Correspondent.]

New England Office, TEAM OWNERS REVIEW,
79 Portland Street, Boston, Mass

February 20.

Boston has just passed through a very severe snow storm and the sleighing is better than I have ever known it to be in Boston. It came slowly, damp at first, froze hard and the hauling of freight on sleds is very satisfactory. We are all looking forward to a good season, although the business has not started as fast as we might have wished, but we think it is coming.



W. D. QUIMBY.

The annual meeting of the Team Owners' Association will be held on the first Tuesday in March. The writer was very much pleased to be present in Bradford, Vermont, at the organization of the Bradford Humane Society which was organized on Saturday, February 7, at a very enjoyable meeting at the Hotel Low. Since the organization there has been one poor horse put out of existence which was not fit to be used. I would like to call the attention of ladies and gentlemen who are interested in humane principles to organize these humane societies. It is a very great benefit to the children.

Has Large Membership.

The Bradford Society has something like 165 children interested in this work. They learn to be charitable, kind and to persevere instead of destroying life. I think the influence will be far-reaching. There are a great many people who have humane instincts, but do not have the courage to start a proposition of this kind.

Any one desiring to start an organization for the Prevention of Cruelty to Animals just address W. D. Quimby, 79 Portland street, Boston, Mass., and he will forward a charter ready for signature and by-laws ready for use. Badges can be obtained for about a cent each and a very handsome button with about four colors can be had. Outside of this there are no more expenses other than what you would like to do in the way of advertising. You will find many people who will be glad to publish your records of meetings. Then each one take upon himself the duties of seeing that the best conditions prevail. There should be thousands of these organizations. The record of the meeting follows:

"About 20 gathered at Hotel Low Saturday night

to organize a Humane Society, which would have for its object the protection of dumb animals, the teaching of the children the care and protection of animals and to look toward the bettering of conditions of the town in every way. While the matter has not been long in the air, 43 names have been signed to the charter, the charter membership list being left open for the many others whom it was felt would wish to identify themselves with this society, when its existence became known. W. D. Quimby, of Boston, called the meeting to order and explained during the evening the great work which is being done all over the country by kindred societies. Rev. A. R. Crewe was elected temporary chairman and conducted the meeting.

Efficient Officers Elected.

"The officers elected were: D. S. Conant, president; vice presidents, Rev. F. A. Woodworth, Dr. F. Fletcher, Mrs. Mary Ellen Conant, Miss Blanche Stranahan, Dr. W. S. Cole; secretary, Sara K. Parker; treasurer, G. M. Marshall. A large board of directors was also elected.

"After the adjournment of the meeting, doughnuts, coffee and Quimby's candies were served, Mr. Quimby being the host. The society starts off auspiciously and it is expected that its greatest work may be, at least for the present, the fostering of the educational work among the children, so that with a few generations of school children taught to love and protect the animals, we may have no abuse of our dumb friends, and certainly no abuse through ignorance. The first complaint was made on Tuesday and was in behalf of a foundered horse. The animal was ordered killed."

A regular meeting of the Team Owners' Association was held on Tuesday, February 3, at the Revere House, with 30 members present, together with a number of guests from the so-called Market district.

After dining together and disposing of the routine business of the association, trucking conditions in the Market district were presented by the guests from that section and suggestions were invited that would in any way aid in putting the teaming business in that district on a proper basis.

Loosely-Organized Men Imposed Upon.

The truckmen in this part of the city, being rather loosely organized, have been a prey to many impositions and exactions which have rendered the carrying on of business not only onerous, but unprofitable and it was the desire of those representatives present that the Team Owners' Association should co-operate with them in their endeavor to restore matters to a more equitable basis.

To that end, a committee was appointed to study the conditions and report any recommendations that they may deduce, at the next regular meeting in March.

The president notified the gathering that the next meeting would be the annual gathering, and as the

election of officers would take place at that time it was his desire that a full and representative attendance be assured.

The balance of the evening was taken up with an informal discussion on trade conditions, in which all joined. It was the consensus of opinion that while business was somewhat slow at present, the outlook is very bright.

Boston Horse Market.

L. H. Brockway, Portland street, Boston, Mass., issues the following statement in regard to the horse market:

Horses from 1,500 to 1,800 pounds, first quality, are selling from \$250 to \$350, and are scarce. There is very little call for lumber horses, but it is expected that this class will bring a good price.

Boston Feed Markets.

From the office of G. F. & C. W. Eddy, Chamber of Commerce, Boston, Mass.: Hay, grain and corn market practically the same as last month.

W. D. QUIMBY.

Snow Ties Up New York City.

Traffic conditions in New York city during the month of February are reported to have been the worst since the big blizzard of 1888. For 12 days some of the streets were impassable. The railroads were all blocked, so that freight was greatly delayed in getting into the city. It was impossible to load wagons to their normal capacity and even then the horses could travel but slowly. Motor trucks have had to stick to the main thoroughfares which were the first to be cleaned.

The coal companies encountered great difficulties in handling the increased business brought about by the prolonged zero weather. Due to the fact that the street cleaning department was altogether unprepared to cope with such a heavy fall of snow, it will be many days before the streets are entirely cleared.

Customs Rulings on Drayage Charges.

The Board of United States General Appraisers has decided against Paul Masson, of Baltimore, Md., who claimed that the officials at that port were making an excessive charge for drayage in the hauling of importers' packages from the docks to the Baltimore Appraiser's warehouse.

Mr. Masson claimed that six cents per package was the commercial rate prevailing for the haul in question, whereas the collector had exacted a higher rate. The law, under which the collector acted, provides that the charge for such service "shall not exceed in any case the regular rates charged for such objects at the port in question." Some time ago, the United States Court of Customs Appeals, in a proceeding brought by Mr. Masson, decided the matter in his favor. In view of this latest protest before the Board, it is understood that

the collector ignored the court's ruling and continued to charge more than six cents per package.

Judge Hay, in this last decision, says that while it may be impossible under the system prevailing in Baltimore to let contracts for public store hauling at an average rate, it is nevertheless the duty of the collector to change his practice, as the law of Congress is supreme.

"No Rest for the Horse."

There's a union for teamster and waiter,
There's a union for cabman and cook,
There's a union for hobo and preacher,
And one for detective and crook.
There's a union for blacksmith and painter,
There is one for the printer, of course,
But where would you go in this realm of woe,
To discover a guild for the horse?
He can't make a murmur in protest,
Though they strain him both up and down hill;
Or force him to work twenty hours
At the whim of some drunken brute's will.
Look back at our struggle for freedom—
Trace our present day's strength to its source,
And you'll find that man's pathway to glory
Is strewn with the bones of the horse.
The mule is a fool under fire;
The horse, although frightened stands true,
And he'd charge into hell without flinching
'Twixt the knees of the trooper he knew.
When the troopers grow old, they are pensioned,
Or a berth or a home is found;
When a horse is worn out they condemn him
And sell him for nothing a pound.
Just think, the old pet of some trooper,
Once curried and rubbed twice a day,
Now drags some ragpicker's wagon,
With curses and blows for his pay.
I once knew a king of racers,
The best of a cup-winning strain;
They ruined his knees on a hurdle,
For his rider's hat covered no brain.
I met him again, four years later,
On his side at the foot of a hill,
With two savages kicking his ribs,
And doing their work with a will.
I stroked the once velvety muzzle,
I murmured the old name again.
He once filled my purse with gold dollars;
And this day I bought him for ten.
His present address is "Sweet Pastures,"
He has nothing to do but to eat;
Or loaf in the shade in the green, velvet grass,
And dream of the horses he beat.
Now, a dog—well, a dog has a limit;
After standing all he thinks his due,
He'll pack up his duds some dark evening,
And shine out for scenes which are new.
But a horse, once he's used to his leather,
Is much like the old-fashioned wife:
He may not be proud of his bargain,
But still he'll be faithful through life.
And I envy the merciful teamster
Who can stand at the Bar and say:
"Kind Lord, with the justice I dealt my horse,
Judge Thou my soul to-day."
—Life.

Methods to Control Blind Staggers Given out in Report of Department of Agriculture.

IN past years horses have died by the thousands in Texas, Iowa, Kansas and Nebraska, from a disease affecting the nervous system, popularly known as blind staggers or forage poisoning. The Department of Agriculture has received urgent requests for help against this disease from 16 different States, and as a result it is now publishing a bulletin containing definite instructions for combating this disease.

This shows the universality of the disease. Kansas and Nebraska bore the brunt of the affliction during the past year, but other States have also suffered seriously. Kansas has had more than her share. Severe outbreaks extended over almost the entire State in 1891, and since that date have recurred with equal severity on two occasions in various portions of the State.

The bulletin takes notice of the fact that additional deaths have undoubtedly been due to the use of fake "cures" sold by unscrupulous persons. It is reported that in Nebraska "blackleg vaccine" was used on at least 1,600 unaffected horses, nearly 1,500 of which are said to have died as a direct result.

Change of Feed and Storage Needed.

Investigators have practically established that this horse disease can be controlled effectively only by a total change of feed and forage. It is quite obvious that there is a direct connection between the green forage, exposed pasturage and newly-cut hay or fodder which the horses eat, and this Cerebro-spinal Meningitis, as the disease is known to scientists. In fact, eating of such forage when contaminated is undoubtedly the most important cause. Over 95 per cent of the cases of this disease in Kansas and Nebraska during the outbreak of 1912 were maintained under such conditions.

Great care must be taken that horses do not obtain the dangerous forage unknown to their owners. The owner of one farm informed the Department's investigator that his dead horses had eaten nothing but old hay and grain.

"But what about the closely-cropped grass in this pasture?" remarked the investigator, noticing the adjacent field.

"Oh!" answered the farmer innocently, "I always turn the work-horses into pasture over night."

Many horses have died from blind staggers caused by eating moldy baled hay. As soon as the hay was eliminated the disease ceased. Other horses in the vicinity not fed upon this hay failed to contract this disease. Later some of the moldy bales were opened

and exposed to the sun for three or four weeks. After this the hay was fed to horses without producing any ill effect. Forage poisoning, therefore, seems not to be an infection, but rather what is called "auto-intoxication"—that is, it is due to certain chemical poisons or toxins formed by the activity of internal organisms. These poisons may be present when the forage is taken into the body or may be formed in the stomach. The nature of this poison is still unknown.

Characteristic Symptoms of Disease.

When the horse is taken with the blind staggers it usually exhibits a disturbance of the appetite, depression and weakness, while there is trouble in swallowing, drooping of the head and sleepiness which may give way to excitement and attacks of dizziness. The vision is impaired, which results in the staggering gait that gives the disease its popular name. Certain muscles of the neck and flanks are cramped and there is a grinding of the teeth. Sometimes the animal has pains as though it were afflicted with colic. The animal will walk strangely if in an open space and will try to push through any obstacle it encounters.

In the stable he will press his head against the stall or rest it on the manger. Sometimes he will crowd into a corner. The temperature at the beginning of the disease ranges from 103 to 107 degrees, Fahrenheit, but within 24 hours the temperature falls and eventually becomes sub-normal. The animal is often down on the second or third day and may or may not get up when urged. Death usually occurs in from four to eight days, although death may follow within 10 hours of the first symptoms, while chronic cases have been known to last for three weeks. About 90 per cent of the affected animals die.

Medical Treatment Generally Unsatisfactory.

While medical treatment in the vast majority of cases has not brought results, nevertheless if it is used at all it must be prompt and before the disease has had time to run. The digestive tract should be cleaned out thoroughly at once. Active and concentrated remedies should be given. Afflicted animals, however, have great difficulty in swallowing immediately after being taken, so that these remedies must generally be given by injection. Arecolin in one-half grain doses, subcutaneously, has given good results as a purgative. Early in the disease urotropin in doses of 25 grains dissolved in water and given by the mouth every two

hours, appears to have been responsible for the recovery of some cases of the malady.

After the animal has been purged, the treatment varies according to the symptoms. The following measures have been recommended:

The first and most important: Feed only clean, well-cured forage and grain, and pure water.

Calomel, salol, and salicylic acid, to disinfect intestines.

Mild aniseptic mouth-washes are advisable.

Copious cold-water injections, if the temperature is high, give better results than antipyretics.

An ice pack applied to the head is beneficial in the case of marked nervous disorder.

One-ounce doses of chloral hydrate per rectum should be given if the patient is violent or muscular spasms are severe.

If the temperature becomes sub-normal, the animal should be warmly blanketed.

If much weakness is shown this should be combated with stimulants, such as strychnine, camphor, alcohol, atropin, or aromatic spirits of ammonia.

During convalescence the usual tonic treatment is recommended.

The Department of Agriculture's bulletin, No. 65, is entitled "Cerebrospinal Meningitis—Forage Poisoning," and may be had on application to the Department of Agriculture, Washington, D. C.

Crate Packing for Furniture Soon to Disappear.

A new method of packing furniture for shipment is now being experimented with in Grand Rapids, and it is expected that this method will have a great influence on future shipments should the experiments result as satisfactorily as expected. The new method provides the use of corrugated boxes instead of the old style crating. Small articles like cellarettes, small cabinets and similar goods have been packed very satisfactorily in boxes for some time past, but now big pieces like sideboards, bureaus, dining tables, beds and bookcases are being similarly packed to see how the method will work.

All the furniture for the 1,000-room Biltmore Hotel in New York city was shipped in corrugated boxes by Berkey & Gay. The Luce Furniture Company has been trying the new method with success, and so has the imperial Furniture Company. The board method can be used in carload shipments, but not open freight. The railroads have been discriminating against such packing, charging a higher rate where the dimensions go beyond certain figures, but a case is now pending before the Interstate Commerce Commission to determine the justice of this.

In the old method of shipment crates are used. Crating costs \$22 per thousand, making it almost prohibitive. The crating lumber is of little value after being

once used and is usually consigned to the firebox. The corrugated boards, on the other hand, can be sent back to the factory and used again and again if so desired. The crated lumber added materially to the weight of the shipment, whereas the corrugated board is light. With crating it is necessary to use hammers and nails when preparing a shipment and also when unpacking.

Furniture is frequently scratched and marred in the crating process, while with the corrugated board the container can be glued or tied and the goods go through in perfect condition.

This announcement was printed in the January number of the Journal of Monthly Proceedings of the Illinois Furniture Warehousemen's Association and E. M. Radcliffe, of Radcliffe & Company, of Grand Rapids, was asked to comment upon it at the monthly meeting of the Association on January 19. Mr. Radcliffe's remarks brought forth an inquiry from the City Transfer Company, of Tampa, Fla., in regard to the cost of the material, the method of obtaining the boxes and any other particulars that might facilitate the use of the corrugated material. The City Transfer Company is a member of the Illinois Furniture Warehousemen's Association.

In reply to the inquiry of the City Transfer Company, Mr. Radcliffe said that the Berkey & Gay Furniture Company shipped 27 cars of furniture for the Biltmore Hotel and every piece was received in good condition except those contained in one car whose axle broke in transit. The entire packing material was returned in one car at one-half rate.

"In the judgment of the Grand Rapids furniture men," Mr. Radcliffe's reply states, "it will only be a question of time when furniture packing will be revolutionized and to prove this idea is believed, the Box Board Company plant and capitalization are being increased tremendously and another big factory is being put up to make the corrugated board in larger quantities.

"At present, heavy pieces of furniture can only be shipped in car load lots, where loading is by one's own first-class car loaders, who take pains to set each article on its feet with the heavier pieces packed in boards that have more punching resistance. The Stickley Chair Company is using some in L. C. L. shipments and one can tell from the shape of the package which end the feet are on.

"Mr. Jack of the American Box Board Company, Mr. Seymour, traffic manager for Berkey & Gay, and Mr. Firth, of the M. C. R. R. Co., think that inside of two years most of the furniture shipped from Grand Rapids will be packed in corrugated board as it can be used again and again."

At the meeting of the Association, Mr. Radcliffe

(Continued on Page 14.)

The Team Versus the Van on Household Removal Jobs

THE report of Chairman F. L. Bateman, of the Committee on Transfer and Forwarding before the recent convention of the American Warehousemen's Association, at Atlantic City, included the following interesting comparative table, compiled by the Massachusetts Institute of Technology from 100,000 individual observations in different parts of the country on furniture deliveries from retail stores and house-to-house removals:

TABLE OF 2-TON RATING ESTIMATE OF FURNITURE DELIVERY.

Average maximum load in pounds, approximately	4,000	4,000 lb.	4,000 lb.	2-h wagon
Miles per trip	12	32	33	25
Calls per mile	1	32	33	25
Hours working per day	9	285	270	285
Hours per trip, moving	1.5	1.9	1.9	1.9
Hours per trip, standing	1.9	3.4	3.3	4.3
Hours per trip, total	3.4	8	9	5
Average running speed M. P. H.	8	9	9	5
Average No. trips per 9-hour day	2.65	2.75	2.1	
Miles per day	32	33	25	
Calls per day	32	33	25	
Days used per year	285	270	285	
Vehicle miles per year	9,100	9,000	7,150	
Calls per year	9,100	9,000	7,150	
Expense per year—				
Tires or shoeing	\$ 225.00	\$ 270.00	\$ 108.00	
Repairs	260.00	550.00	125.00	
Battery	270.00			
Veterinary			18.00	
Lubricants	15.00	50.00		
Electricity at 3c per kw. hour	200.00			
Gasoline at 16c per gal.		285.00		
Feed			570.00	
Garage and stable	220.00	220.00	220.00	
Driver and helper	1,140.00	1,215.00	1,140.00	
Depreciation	240.00	500.00	210.00	
Interest	84.00	96.00	31.00	
Insurance	140.00	180.00	35.00	
Total annual expense	\$2,794.00	\$3,366.00	\$2,457.00	
Cost per day	9.75	12.50	8.60	
Cost per mile	0.31	0.30	0.35	

The report adds:

"This same report calls attention to the overwhelming delays to the transfer business in the larger cities of the country due to stoppages by street congestion, inadequate avenues of ingress and egress in freight stations, shipping and receiving rooms, narrow passageways, etc. It is estimated that these obstacles cost the ultimate consumer (or such portion not reflected in the transfer and moving man's losses) in New York city alone \$36,000,000 per annum. It is suggested that the local carrying trade organizations should co-operate with the architects' associations, to the end that more attention be paid to the planning of buildings in these respects."

Labor Troubles.

The committee submitted to the association the following report on last year's labor difficulties in Cincinnati—the report being prepared by a Cincinnati member of the Association:

nati—the report being prepared by a Cincinnati member of the Association:

"The year has been marked with the longest continued and most stubborn-fought strike in the history of the city of Cincinnati. An unorganized strike occurred in April, incident to the rush of business following the subsidence of the floods. The strike was not organized and was limited to the employees of the Cincinnati Transfer Company, the largest of our teaming companies. After being out a week the transfer company granted most of the demands of their men, but they did not recognize any union. In order to retain the good will of their men and avoid trouble in the future they also allowed them their wages for the week they had been idle. In spite of this, when the general teamsters' strike broke out, about the middle of July, the teamsters of the Cincinnati Transfer Company were the first to go out, but were quickly followed by all of the teamsters in the city, nearly 4,000 in number, and business was brought to a complete standstill.

"The Team Owners' Association, which had been in existence for some years, had greatly strengthened their organization and added to it the principal department stores, jobbers, contractors and all other lines, which had occasion to use teams. To stave off a strike they offered some advances to the teamsters, which were rejected; they insisting on demands, which involved shorter hours, much higher pay, and a complete recognition of the union, which implied also that they would haul no non-union goods or deliver goods to or haul them from a non-union concern in any line of business. This was a lever to unionize the whole industrial fabric of Cincinnati and vicinity, which heretofore, next to Los Angeles, had been less unionized than any other large city. More or less politics was mixed up in the matter, and the extreme stand taken by the teamsters' union brought to the team owners the support and assistance of almost the entire business community, including the railroads. The gravity was greatly increased by the weak and vacillating attitude of the city authorities. A few of the weaker and less responsible concerns, both commercial and private owners, signed up with the unions provisionally, and granted their demands, hoping thereby to get business at the expense of their rivals. Fortunately, this proved only of temporary advantage to them and worked a prejudice to them in the long run. The Team Owners' Association, comprised of nearly 400 members, held firmly together backed by nearly all of the jobbers and manufacturers of the city.

USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY

The strike lasted for seven weeks, during which business was brought almost to a standstill. Mobs gathered along the principal teaming thoroughfares and riots were of daily occurrence, until finally the police took a stronger stand and kept certain routes open between the jobbing quarter and principal freight stations to protect the few teamsters who still had the temerity to haul goods. The majority of the men were forced out much against their wills. Toward the last, each day saw an increase in the number of teams in the streets and finally on September 3, the strike was called off by the leaders, and the men went back to work on the old wages and terms. Many who had committed acts of violence were not taken back, and many others that were not efficient through age or habits lost their positions. Several attempts have since been made to concentrate against certain firms whose determined attitude succeeded in keeping their business going, but these efforts have proved futile."

Rules to Facilitate Shipments.

In concluding its report, the committee offers a dozen Transfer and Forwarding rules, which we suggest be typewritten and hung in the office or shipping room of each member, viz.:

1—Don't forget to use legible typewritten shipping bills.

2—Don't forget to take a written declaration of value from owner at \$10 per 100 pounds if goods are shipped released.

3—Don't forget if shipped released to explain to the owner about transit insurance.

4—Don't forget to recommend the services of corresponding warehouse if there is one at point of destination.

5—Don't forget to consign the shipment wherever possible, direct to the corresponding member or if charges follow consign to your order, notify corresponding member, so that freight arrival notice will be sent to member's office avoiding unnecessary tracing and delay.

6—Don't forget to send correct street address of owner or at least the mailing address of last record.

7—Don't forget to write a letter of explanation if you want special service performed.

8—Don't forget to send your bill of lading and statement of charges by registered mail promptly upon making shipment.

9—Don't forget to report back promptly with collections and a record of condition upon delivery, if you are the recipient of a shipment.

10—Don't forget to put yourself in the other fellow's place and endeavor to satisfy your correspondent's customer.

11—Don't knock your correspondent's work but write the member freely and frankly if the work is not above criticism.

12—Don't forget that you are responsible in your community for the reputation of the Association you represent.

Crate Packing for Furniture Soon to Disappear.

(Continued from Page 12.)

spoke as follows in addition to his remarks on the subject of furniture packing:

"In regard to your meetings here, I would like to say that the meetings of the Team Owners' Association are held the first Wednesday of each month, and if there are any little things in your Bulletin, as we call it, we like to read them to the members. It is too bad that I missed that traffic talk you had here. I read that to the members and they were very much pleased.

"At the last meeting we asked a man from the Michigan Central Railroad, and, by the way, the Michigan Central at Grand Rapids has always been stiff in the bit, you might say, with their bills of lading. We all know that you are obliged to have an order bill of lading, but a white bill of lading, they have been so careful about that, that they hung onto it as though it were made of gold. We asked Mr. Firth, of the Michigan Central to give us a 20-minute talk. He gave us about an hour's talk, answering all our questions satisfactorily and we certainly had a nice evening. Hereafter we shall have talks from different men regularly. The next one will be on grain."

New Companies in New York City.

The firm of Ferger & Condon has been incorporated under the laws of New York State, to engage in the general transfer business in the borough of Queens, New York city. The company is capitalized at \$10,000. William F. Wund, Anna V. Kenealy and Thomas F. Doyle, of New York, are the incorporators.

The United Storage & Van Company has been incorporated with a capital stock of \$10,000, to carry on business in the borough of The Bronx, New York city. The incorporators are George Fasbig, Thomas J. Carroll and Ernest D. Emden, all of New York.

C. H. Hammersmith to Manage Father's Business.

Charles H. Hammersmith has assumed the active management of L. Hammersmith's general teaming business in New Albany, Ind., the latter having decided to retire from active business.

L. Hammersmith has been constantly engaged in the business between the Falls Cities for the past 40 years. C. H. Hammersmith has been associated with his father for the last 10 years and expects to conduct the business along the same lines as before.

Union Transfer & Storage Company, of Indianapolis, has dissolved.

USE ONLY **U. S. HAMES**—THEY ARE STANDARD QUALITY

Storage Warehouses Under Public Utility Commission

The following report on the experiences of the warehouse interests of California—under the jurisdiction of the State Railroad Commission was presented at the last annual meeting of the American Warehousemen's Association by S. M. Haslett, of San Francisco, chairman of a special committee named to investigate the conduct of warehouses as public utilities under the California act. It is of special interest to local express and warehouse interests in States further East because similar action has been suggested in a number of States:

Mr. President and Members of the American Warehousemen's Association.

IN my report submitted at the twenty-second annual meeting and published in the report of the proceedings thereof, I dealt chiefly with the question of public warehouses being defined as public utilities and placed under the jurisdiction of a Public Utility Commission, known as the Railroad Commission, a department of state government.

Before considering conditions as existing in California at and prior to the present time, but subsequent to the date when jurisdiction was assumed over public warehouses by the Railroad Commission of California, it may perhaps be desirable to again briefly outline the history of the past, respecting warehouse rates in San Francisco up to the time when our present schedule went into operation, so as to refresh your memory thereon should a discussion of this important question ensue.

Association Formed to Work Out Rates.

During the year 1910 a number of San Francisco warehousemen realizing by expensive experience the necessity of organizing, to combat the constant inclination of merchants to secure the very lowest possible rates for the storage of their merchandise, even though the service was furnished at a loss, and who to this end resorted to the practice of working each warehouse firm against its competitors, formed an Association. The purpose of this Association was not only to formulate uniform and remunerative rates at San Francisco, but as well to promote the general warehousing business along the lines that are so well defined in the Articles of Incorporation of the American Warehousemen's Association. In the early part of 1911, uniform rates were agreed upon, which were submitted to and approved by the Merchants' Exchange and subsequently by its successor, the Chamber of Commerce.

These rates were at this time only partially put into effect and while they caused an improvement over prior conditions they did not improve business sufficiently to make a just return on the amount invested in it.

Warehouse Defined As Public Utilities.

On October 10, 1911, the citizens of California ap-

proved by popular vote an act of the Legislature enlarging the powers and duties of the Railroad Commission, which act placed public warehouses under the jurisdiction of this commission by specifically defining them as Public Utilities over which this commission was to assume control. This act was signed on December 23, 1911, to become effective three months thereafter, or on March 23, 1912.

Under this new law it became necessary for all public warehousemen to file with the commission, tariffs showing their rates and rules, same to be open to public inspection and only such rates, etc., as are on file and therefore public could be applied.

The law provided that in filing their tariffs, effective March 23, 1912, they must provide rates no higher than actually in effect October 10, 1911, the date of the approval of the act. Thereupon the warehousemen filed the rates being charged on said date, and also the rates agreed upon by them as proper rates and which had been approved by the Chamber of Commerce, and requested permission to put the latter into effect.

After a public hearing the commission granted this request and issued an order making these rates effective, but subsequently suspended their order at the request of certain merchants. After a very hard fight and a number of hearings before the commission, compromise rates were agreed to by both parties and thereupon our present schedule was finally approved by the Commission. This schedule was not established by actual proof of the reasonableness of each individual rate named therein, and as stated many rates were the result of compromise between the merchants and warehousemen. The whole schedule was accepted by the commission, not as being conclusively just and reasonable, but more as a test or trial tariff and being subject to further investigation after a lapse of time sufficient to enable a decision as to what should be a just and reasonable rate for the service performed respecting the storage of each particular commodity.

Under the law, to establish a change in any rate on file or of any rule effecting any rate or act of the warehousemen, it is necessary that such changed rate or rule be on file with the commission and open to public in-

spection at least thirty days before taking effect.

Thirty-Day Notice of Rate Change.

Therefore in order to advance any rate or to change any rule or practice of the warehousemen, which would result in an advance of any charge, it becomes necessary to make a satisfactory showing before the commission, securing its approval, and under no circumstances could an advanced rate, rule or practice become effective on less than the statutory notice of 30 days.

In order to effect a reduction in any rate, rule or practice, to become effective on less than the statutory notice of 30 days it is necessary to secure the approval of the commission by application and making a satisfactory showing. Its approval is not needed to have a change become effective at the expiration of the statutory notice unless the commission finds the proposed rate to be less than the cost of the service.

It will readily be seen that there is a great deal of inconvenience in being subject to the rigid regulations required of warehousemen in the filing of their rates with the commission.

So far there has been practically no difficulty experienced in effecting a reduction in any rate, rule or practice, but to advance a rate, rule or practice, is an exceedingly difficult task and only to be undertaken when the increase to be gained is material.

Any one deviating from the rules and requirements of the commission becomes subject to the imposition of penalties as defined by law.

Must Have Legal Representative.

The law states that all rates shall be just and reasonable. It therefore follows that rates are subject to attack at any time and by any person, company or corporation, in which even a formal hearing is held before the commission and the commission renders a decision based on its findings from the evidence contained in the testimony. It has been found necessary to retain legal counsel to represent the association in all matters before the commission, entailing considerable expense.

In this connection I would state that some months ago J. S. Anderson, representing the Appollinaris Company, Ltd., attacked before the commission the rules covering mineral water. After a hearing at which both sides presented evidence in support of their views, the commission took the matter under advisement, and has just rendered a decision upholding the rates.

It is necessary to comply with such accounting regulations as the commission may set forth from time to time.

Having recited the hardships caused by State jurisdiction, let me now define its advantages. The law does not deprive a public utility from enjoying a fair return on its investment. Rates cannot be established by the commission that are confiscatory, for that would be confiscation of property without due compensation

and such confiscation would be contrary to the law.

No one can now approach a warehouseman with the assertion, so often made in the past, that lower rates are quoted by competing warehouses unless based on actual facts, as all rates are on file with the commission, and subject to inspection by all.

Storers of merchandise are deprived of expecting or requiring special services without a charge for same, as warehousemen must not discriminate and therefore have a sufficient reason for refusing such requests. How well are we all familiar with the expense and inconvenience of these special favors, taken in the aggregate at the end of each year.

To uphold the general integrity of his tariff, a warehouseman, be he experienced in rate making or litigation, will consider from all angles, the advisability of conceding his patrons' request for reductions, as a reduction on one commodity may be used to his disadvantage regarding the rate on another commodity stored under as favorable conditions. This fact prevents to no small extent, the constant downward trend of rates, which has been so general in the past when warehousemen had nothing to consider but their own immediate inclination.

Has Made Up Cost Cards.

Rates throughout California are not uniform and rates of any particular city therein are not necessarily uniform. The commission, however, has expressed itself as favoring uniform rates in San Francisco. At present there are one or two concerns operating at lower rates than do the members of our association, so entire uniformity of rates even in San Francisco does not prevail. The association is directing its energies along the lines that will best bring about uniform conditions, and to that end has just completed the compilation of forms for preparing data to show the actual costs and profits in the storage of all principal commodities.

When these forms have been used for a few months we shall be able to ascertain the cost of placing a particular commodity in warehouse, the cost of delivering same from warehouse to teams or to cars, the square feet of space occupied in warehouse, its location therein, how high it is or can be piled the average amount of space occupied and unoccupied, to make a proper apportionment of over-head expenses, etc. These forms have been approved by the Railroad Commission.

With this evidence we will then be in a position to readjust our tariff, whenever it may be found necessary, to a just and reasonable basis, by actual proof and further we will be in a position to question, before the commission, the integrity of rates on a lower scale than ours, and to properly defend our rates if attacked.

There is another feature entitled to consideration in connection with State supervision over warehouses. If they are to be governed, the commission should be vested with the power to decide whether or not public

necessity and convenience requires the creation of additional warehouse space or companies. Such increase in excess of the requirements of the business offering for storage, means unused warehouse space and consequently higher rates must be charged to enable all to enjoy a fair return on the investment. Whether such



WALTER C. REID,

Of New York, Treasurer American Warehousemen's Association.

power has been extended to our commission, I am not able to say, as this question has not yet been raised.

My own belief is that the advantages of State control greatly exceed its disadvantages. I do not know of any other way of eliminating the evils of special and discriminating rates, and of insuring equal rates and privileges to all, and modern ideas all tend in this direction.

The Team Owners Review wants more letters from local association secretaries.

Takes Up Bill of Lading Conditions.

The Traffic Bureau of the New York City Merchants' Association is constantly watching the traffic situation in Greater New York. The bureau has outlined many subjects in its annual report which have received attention during the year just past.

An investigation into bill of lading conditions is now being conducted before the Interstate Commerce Commission. It is felt that a uniform bill of lading for all sections of the country is necessary and the Traffic Bureau is working toward that end. A hearing will take place before the commission in Washington on March 4, when both shippers and carriers will be given an opportunity to present oral argument.

For many years the bill of lading has contained among its conditions one which provides that claims shall be presented within a period of four months from the date of delivery of the freight. This condition was not enforced until quite recently, but within a short time the carriers have been declining claims on the ground that they were not presented within the required time. Many shippers were thus caught unawares and their claims were declined.

Realizing the injustice of enforcing this provision without due notice to the shippers, the Traffic Bureau, co-operating with other shippers' organizations, took this matter up jointly with the railroads and with the Interstate Commerce Commission, with a view to getting permission for the carriers to pay all proper claims on shipments moving prior to December 1, without regard to the four months' clause. The understanding was that on shipments delivered after December 1, the bill of lading provision of four months' time limit, should be enforced. It was found also that the railroads were discriminating, having paid some claims which were presented after the end of the four months' period and refusing to pay others.

Non-Skid Shoes in San Francisco.

The San Francisco Society for the Prevention of Cruelty to Animals has had manufactured a large quantity of non-slipping overshoes for horses, and hereafter all the well-cared for horses in that city will be equipped with these overshoes during slippery weather.

A picture of the overshoe accompanies an article in the February issue of "Our Animals." The shoe is simply a round pad of carpet the size of a horse's hoof, a piece of burlap being attached to this, forming a top. The shoe is fitted over the hoof and the burlap top is tightened with a draw string.

USE ONLY **U. S. HAMES**—THEY ARE STANDARD QUALITY

Reply Filed in Tailboard Delivery Fight.

(Continued from Page 8.)

ill done, makes the carriers party to the strictures on commerce caused by congestion and delay.

"Whether or not tailboard delivery is expensive is not our concern. We are concerned with the fact that tailboard delivery will make possible of accomplishment by the carriers, a duty now left unaccomplished, the performance of which is forced upon the complainants.

"The case as it now stands before the Commission involves the determination of three questions:

"1—Are the freight terminals in Philadelphia so equipped and so conducted as to provide proper terminal services for the merchants and their agents who have occasion to use them?

"2—Do the carriers so unload goods in their terminals, and so pile goods, and so otherwise conduct their terminals as to complete their whole duty as common carriers to consignors and consignees?

"3—Do the defendants in the performance of their terminal services fulfill the whole duty which a carrier owes to such a public as the city of Philadelphia?

"A negative answer by the Commission to any one of these questions will require the Commission to order the relief of the freight terminals in Philadelphia. Should the Commission fail to grant the complainants' request it would require that the Commission should first answer all three of the above questions in the affirmative. And it is respectfully submitted, that in view of the testimony, the Commission cannot answer all, or any one of these three questions in the affirmative.

"It may be that, to bring about a proper state of affairs it will be necessary to separate the terminal and transfer charges from the road charges. Special facilities ought to be paid for by those who are benefitted by them. Why not separate the terminal from the road charges? Such a separation will permit any person who desires to avail himself of terminal facilities to do so. And it will also permit anyone who does not wish to avail himself of the facilities to avoid them. This will be another step in making an end to discrimination between the great and small.

Summary.

"In conclusion we would call the attention of the Commission to the fact that there are far more than delivery conditions at Philadelphia at stake. The determination of this case must have a most important bearing on delivery conditions in every congested freight station in the United States.

"A decision favorable to the complainants will not mean that defendants will have to install tailboard delivery at every village and hamlet. It will mean, however, that carriers must adopt suitable means to prevent congestion and relieve congestion where that condition obtains, and thereby expedite the movement of freight to the benefit of commerce as a whole.

"A decision favorable to the defendants will mean that the Commission has put its stamp of approval upon congested terminals and upon delays in the removal of goods which tend to retard the movement of freight to the detriment of commerce as a whole."

Outbreak of Glanders Is Checked.

"Something over a year ago a car load of 26 horses was shipped from a western State into Columbia county, Pa., for public sale. These horses at that time were all in an apparently healthy condition and thus were sold to various farmers and horsemen throughout that community. In a short time, however, several of these horses began to show symptoms of glanders, a dangerous infectious disease, thereby jeopardizing the health of hundreds of horses in neighboring counties, as each horse in the car was undoubtedly a source of infection.

Glanders is communicable to man and, as in horses, the disease is fatal. Following the development of these cases, agents of the State Livestock Sanitary Board began to make a thorough investigation. By the tracing of all animals in this shipment, by the testing of these and in addition all exposed animals with mallein, an efficient diagnostic agent, and by an examination of blood samples collected from the horses and submitted to the Board's laboratories, nearly all of the 26, besides other horses, in all 33, were found to be infected with glanders.

"All diseased animals were destroyed and thorough disinfection was carried out in all stables and on all premises where these animals were found, and thus the horse owners of that community were relieved from any further loss."—From "The National Stockman and Farmer."

Harrisburg Horses Ordered Shod.

Sixteen horses were taken from the streets of Harrisburg, Pa., recently, by Samuel Cunkle, special officer for the Society for the Prevention of Cruelty to Animals, and their drivers were told to have them shod or to keep them in the stables.

A thin and smooth coating of ice on the streets made it hard for the horses that were not rough-shod to walk. Several animals received bad falls, especially in the Hill district, when Officer Cunkle ordered the horses shod. No trouble was experienced in the center of the city where the steam pipes beneath the pavements had kept them free from ice.

Fort Worth Horses Getting Sweetened Food.

Horses and mules in the street department of Fort Worth have a sweet tooth. Recently Commissioner Grant, of that city, ordered two tons of "kandy" food. All the animals have shown a decided preference for the sweet concoction and have refused to eat other food when there is any chance of their getting some of the sweeter mixture.

Molassine Meal

MADE IN ENGLAND

Testing Like This Counts

Horse owners such as these know their business and it may save you dollars to read what they say.

BOWLER BROTHERS BREWERY.

Worcester, Mass., Nov. 6, 1913

Gentlemen:—I am very glad to give my testimonial in regard to Molassine Meal. At first I refused to listen to your representative in regard to this feed, but I gave it a thorough trial and it has worked wonders in the way of keeping horses on their feed and helping them to get the good of same.

(Signed) BOWLER BROTHERS,

By Thos. Keefe,
Foreman of Stables.

LOWELL GAS COMPANY,

Lowell, Mass., Nov. 21, 1913.

Gentlemen:—I have used Molassine Meal on the horses in this stable for nearly a year. At first I thought there was no virtue in it, but I find the longer I use it the better I like it. The horses look good and seem to get the good of all the grain I feed them.

I have also noticed that it expels worms, and keeps them constantly on their food.

Very truly yours,

(Signed) D. E. MINER,

Foreman of Stables.

DR. GEO. S. FULLER SAYS.

Lawrence, Mass., Nov. 24, 1913.

Dear Sirs:—I have recommended Molassine Meal for horses that were off their feed, had bowel complaint, WORMS, etc., and it has proven satisfactory.

I have given it a thorough trial in my own stable, and the results are very satisfactory. I think it is well worth the consideration of any man who has horses, if they will feed as you direct.

Very truly yours,

(Signed) DR. GEO. S. FULLER.

You owe it to your horses to give them the benefit of this feed.

Look for this Trade Mark



on every bag.

"MOLASSINE MEAL" is put up in bags containing 100 lbs. Ask your Dealer for it or write us direct.

Molassine Meal prevents colic and sickness.

Have You Had Our Horse Book? Write us for it; it is FREE.

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OF AMERICA

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St. John

Montreal

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::: Motor Truck Owners Review :::

Automobiles Not As Dangerous As Believed.

Automobiles and motor trucks are not nearly as dangerous as is generally believed; in fact, they are very little if any more dangerous than horses and wagons, according to a statement issued by the National Automobile Chamber of Commerce, Inc.

Reports on street and highway accidents and fatalities that are issued monthly and published freely by the newspapers are very misleading in this respect. They take no account of several factors that are of utmost importance in arriving at accurate estimates of the comparative danger of different kinds of vehicular traffic.

In the first place, while giving bare figures showing the comparative numbers of persons killed and injured by motor vehicles, trolley cars and horse-drawn vehicles year by year, these reports do not show the relative increases or decreases in the numbers of such vehicles in use. On their face, the figures show that the increase in accidents is due almost entirely to motor vehicles, but the simplest analysis shows that this is due to the fact that the number of such vehicles is increasing very rapidly, while the number of horse-drawn vehicles and trolley cars have remained almost stationary for several years past.

Ratio of Fatalities Not Increasing.

Accepting at their face value the reports of accidents as compiled, analysis proves that the ratio of fatalities to the number of motor vehicles is not increasing. Thus, a report recently sent out and published in many New York and other newspapers, gives the total fatalities in New York State due to automobiles for the last three years as follows: 1911, 274; 1912, 348; 1913, 451.

But records of the Secretary of State show that registrations of motor vehicles in the State during these years were, respectively, 81,655, 105,749 and 132,579. Dividing the number of fatalities into the number of cars in use, it is found that in 1911 there were 3.35 deaths, or slightly more than $3\frac{1}{2}$, for every 1,000 motor vehicles registered, not including the cars of non-residents driven into the State from other States. In 1912 the ratio was only 3 per 1,000, and in 1913 it was 3.4, or practically the same as in 1911.

This proves positively that, while there are more accidents, the increase in number is due entirely to the greater number of motor vehicles used and is in no wise the result of greater recklessness or indifference to the laws on the part of the owners and drivers of automobiles and motor trucks.

No Official Horse Figures Available.

Unfortunately, no official figures are available to show the comparative numbers of trolley cars and horse-drawn vehicles in use in the State during the several years named, but it is almost certain that there

have been no material increases. Official figures furnished by the City Collector of Taxes in Chicago show that the number of horse-drawn vehicles licensed under the local wheel tax there has decreased more than 4,000 in the last three years—from 58,114 in May, 1910, to 54,037, in May, 1913. There should be therefore, an actual decrease in the number of accidents caused by such vehicles in Chicago.

There no doubt has been relatively as great a decrease in the number of horse-drawn vehicles in Greater New York in the same period. Several years ago it was estimated that there were about 75,000 horse-drawn vehicles in the city, so there probably are to-day about 6,000 fewer; therefore, the number of accidents and deaths due to this class of traffic should be 8 per cent less than in 1911. But the accident figures given out for New York city show that there were 170 fatalities in 1913 as compared with 172 in 1911 and 177 in 1912. Consequently, it is evident that the ratio of fatalities to number of horse vehicles has increased.

Another side of the matter that is overlooked altogether is the relation that the number of accidents bears to the miles traveled in a day or a year by motor vehicles and by horses. The measure of utility of the vehicle is the mileage it covers in a given time. By way of illustration, a delivery horse will not average more than 20 miles a day the year around, whereas a motor wagon will average 50 miles or more; consequently, the motor wagon does $2\frac{1}{2}$ times as much work as the horse and its chances of meeting with accidents are fully $2\frac{1}{2}$ times as many. With the passenger car the difference is even greater. When touring, the automobile commonly averages about 100 miles a day. This is four or five times the distance a horse and buggy or span of carriage horses would cover. The chances of accident over 100 miles of road are naturally four times as great as on 25 miles.

Census of State Highway Traffic.

Although there certainly are many more horse-drawn vehicles in use in Massachusetts than there are motor vehicles, a most elaborate census of traffic on all the principal State highways, taken under the direction of the State Highway Commission last year, shows that two-thirds of all such traffic was motor-driven. This bears out officially the observations made herein, and indicates clearly that if the number of fatalities caused by automobiles were double those caused by horses, the proportion would be no greater in relation to the amount of traffic or travel.

Assuming that the automobile traffic in New York State is relatively as great as in the adjoining State of Massachusetts, it is to be expected that the number of deaths attributed to motor vehicles will be two-thirds

of the total caused by all road vehicles, or twice as many as are caused by horses and wagons. The report on highway accidents gives a total of 451 automobile fatalities in 1913 and 202 horse and wagon fatalities, or about $2\frac{1}{4}$ times as many of the former.

In big cities the proportion of motor traffic is greater than on State roads, but according to the accident reports, there were 302 deaths due to motor vehicles in Greater New York in 1913 and 170 due to horses, or only $1\frac{3}{4}$ times as many of the former, showing that, relatively, the motor vehicle is actually less dangerous than horse-drawn vehicles.

Two Firms Add Motor Trucks.

Motor trucks recently purchased by two Pittsburgh storage firms were exhibited at the Expo Auto Show which was held in Pittsburgh's Exposition building from February 14 to 21.

A Lange truck of two-ton capacity, recently purchased by the Murdoch Storage & Transfer Company, was shown in the Lange Motor Truck Company's exhibit. This truck is made in Pittsburgh. The Murdock company has been using motor vehicles for some time, having a large amount of long-haul work to do, in which these carriers are at best advantage.

The Blanck Storage & Transfer Company is the owner of two motor trucks seen at the show. One of these was a two-ton Lange and the other was a one-ton Republic. The Republic truck is made by the Alma Motor Truck Company, of Detroit.

From the standpoint of a person considering the adoption of motor delivery, there were many features in the Pittsburgh show which were of value. Owing to the lack of national motor truck shows in New York and Chicago this season, the manufacturers have found it to their advantage to spread out into the local show field more than ever before.

By far the largest exhibit at Pittsburgh was that of the Lange company, this concern having on view upward of 20 models.

The nearest approach to new models announced at the show was at the Chase exhibit, where could be seen the two new models whose announcement created such a sensation in the automobile world a short time ago. One of these vehicles was the three-ton truck with worm shaft drive, and the other was the one-and-one-half ton car with chain drive. These cars differ from the usual Chase in that they have water-cooled, four-cycle motors, whereas the Chase product has always had as one of its features, the air-cooled, two-cycle motor. The Chase company is now building both types.

The Bessemer Motor Truck Company, of Grove City, Pa., had a large and well-displayed exhibit which attracted much attention. The Bessemer company has recently added a worm-driven truck to its line, but was unable to have any of these at the show.

The other motor truck exhibitors were: Alco-Pittsburgh Sales Company, Garford; Aaron Deroy Motor Car Company, Studebaker; Four-Wheel Drive

Auto Company, Four-Wheel Drive; C. M. Jennings, Stewart; Klinger Company, Commerce and I. C. H.; Little Giant Sales Company, Little Giant; Martin & Coulter, Republic, Shelton and Standard; Motorkart Company of Pittsburgh, Motorkart; West Penn Auto Company, Kelly and Chase, and the Williams-Hasley Motor Car Company, Velie.

Will Improve Traffic.

As a result of a meeting of people interested in the improvement of street traffic conditions in New York city, the Citizens' Street Traffic Committee has been organized in the metropolis. The purpose of this committee will be to obtain information on traffic conditions and place this before the city authorities with a view to bettering traffic conditions. A deputy commissioner is to have supervision of the active work of the committee, this commissioner to be assisted by a representative for each of the five bureaus.

The meeting was held at the rooms of the Automobile Club of America and was presided over by Robert Grier Cooke, president of the Fifth Avenue Association. The Motor Truck Club of America and the Electric Vehicle Association of America have offered to cooperate with the committee.

Electric Association to Have Permanent Secretary.

Because of the rapid growth of the business of the Electric Vehicle Association of America, it has been found necessary to open offices in the Engineering Societies Building, on Thirty-Ninth street, in New York city. A. Jackson Marshall has been selected to act as secretary. Mr. Marshall is an experienced electric motor truck man.

Prior to this arrangement, all of the work of the body has been done by the officers and members of the association whose outside work permitted them to devote but little time to the work of the organization.

Will Study Macy Delivery.

The electrical engineering school of the Massachusetts Institute of Technology, under the direction of Instructor H. F. Thompson, will make a study of the delivery service of the department store of R. H. Macy & Company, of New York city, and when the work is finished will issue a full report on the work that the Macy motor trucks and horse wagons are doing. This is the first time that any large store like the Macy firm has taken advantage of the practical possibilities of a full study of its delivery service.

The Macy company has requested that this investigation be made. The zone of local deliveries from the Macy store extends as far east as Stamford, Conn., as far north as Ossining, N. Y., as far south as Seabright, N. J., and as far west as Plainfield, N. J.

The work is done by transfer from the store and

warehouses to the local distributing depots, electric and gasoline trucks being used in conjunction with horse wagons. The entire fleet of vehicles totals 400 in number, the yearly expense of the delivery service being estimated at nearly \$1,000,000.

Places Order for Sixty-Five Motor Trucks.

The Loose-Wiles Biscuit Company has placed orders for 65 gasoline and electric motor trucks for use at its new Long Island City factories. Thirteen of these vehicles are Packards of two-ton capacity, 11 are Packards of three-ton size, and 15 are General Motors cars of the 2,500-pound size. The electric vehicles are 29 in number, there being five General Vehicle cars of two-ton-capacity, 13 General Vehicles of one-ton capacity, and five each of one and five-ton General Motors electrics. It is reported that the total cost of the vehicles, including the bodies, will be \$230,000.

Boston Show Assumes National Importance.

The Boston Motor Truck Show, which is to be held in that city from March 17 to 21, assumes national importance this year because of the loss of the two big national motor truck shows in New York and Chicago which the Automobile Chamber of Commerce decided should not be held this season. It is expected that the number of makes and models on exhibit in Boston this year will be greater than ever before, several makers, some of whom have never before exhibited in Boston, having already registered.

Transfer Company Gets Good Tire Service.

The Union Transfer Company, which has the contract for handling the baggage and other transfer work of the Pennsylvania Railroad Company in Philadelphia, Baltimore and Washington, is getting exceptional mileage on its motor truck tires.

A motor truck equipped with Goodrich solid tires is said to have been run constantly on the same tires from June, 1911 until January, 1913. One rear tire which had covered 12,900 miles, was replaced on the latter date.

In April, 1913, the second rear tire was replaced, this having covered a total of 17,000 miles in the 22 months that it had been in service. In May a front tire was taken off and it is said that this had been used for 18,800 miles. In September, 1913, the last tire was removed and replaced, this tire having to its credit a total of 25,300 miles, it is reported. These figures give an average of 14,950 miles for the rear tires, and 21,650 for those on the front wheels.

The only reason given for this exceptional tire service are that the motor wagon has always been carefully driven and has not been overloaded.

Dry Goods Association to Study Delivery.

The National Dry Goods Association has organized a department devoted to the promotion of the haulage and delivery services of its members. The headquarters of the organization are located in New York City, and it is there that the new department will be located. It is expected that this department will be of great benefit to those already using motor trucks and to those in the association who contemplate using them, as the department can furnish them with reliable information regarding motor wagons. J. M. Van Harlingen, an expert on motor equipment, has been placed at the head of the department.

Protesting Against Fenders.

Eighty-two owners of motor wagons in the city of Detroit, have signed and presented to the common council a petition seeking to repeal the ordinance which recently went into effect in that city, which provides that all motor trucks shall be fitted with fenders similar to those used on trolley cars. The petition states that the signers have not been able to find fender equipment that will afford the required protection. For this reason they are unable to comply with the ordinance.

Recordograf Bought Out.

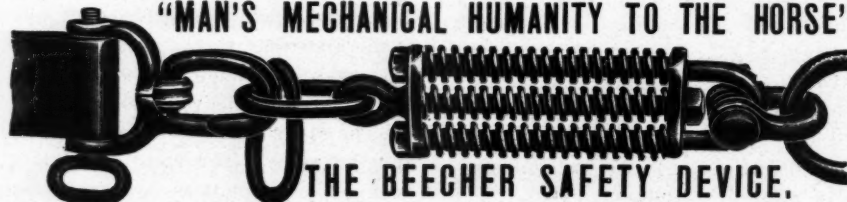
The Delivery Supervision Company, of New York city, which recently went into bankruptcy, has been sold to the American Taximeter Company, also of New York

Beecher Draft Spring Co.,

New Haven, Conn.

Write for Catalogue.

"MAN'S MECHANICAL HUMANITY TO THE HORSE"



THE BEECHER SAFETY DEVICE.

CONVENIENT, DURABLE,
PRACTICAL.

Manufacturers of Open Link, Rope Traces, and Lap Loop

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city. The Taximeter concern will continue to manufacture the Recordograf machines, it is said, and will supply parts for and maintain those already in service on numerous horse and motor business vehicles throughout the country. The Recordograf is a time and distance recording instrument which acts as a check on the work of a vehicle during the day. The daily record that it gives is of great value to the delivery department of any business.

Pyrene Recognized for Trucks.

Practically all of the insurance companies in the United States who are writing motor vehicle insurance, will allow a discount of 15 per cent in the fire insurance rate on motor trucks which are equipped with Pyrene fire extinguishers. These extinguishers are small and may be carried on the dash.



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So quickly that you can handle pianos in any kind of weather. Send for folder.

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Utility Colic Cure and Utility Liniment—Never Fails.
In Use 30 Years.

MADE BY **WILL J. GIESEY COMPANY,**
P. O. BOX 277, NORTHSHORE, PITTSBURGH, PA.
Used in Largest Stables in United States.

FOR SALE.

On account of changing our delivery system, we have a number of one- and two-horse covered and open second-hand wagons, also two covered padded moving vans in good condition. We will dispose of any of these at a sacrifice. Allegheny Transfer & Storage Company, 840 North Avenue, West, Northside, Pittsburgh, Pa.

Great Reduction in Prices

of

"Gillette" Horse Clipping Cutters



The "Gillette" Cutters Will Fit Any Make of Horse Clipping Machines on the Market.

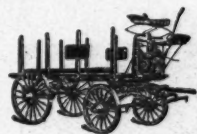
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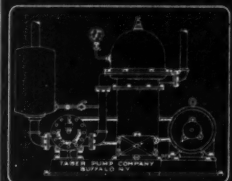
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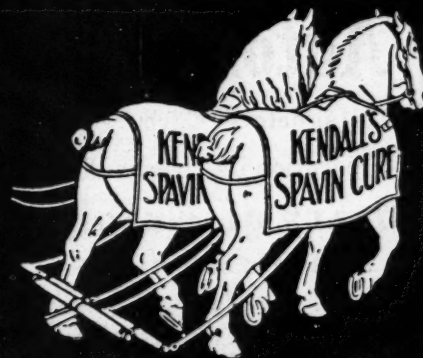
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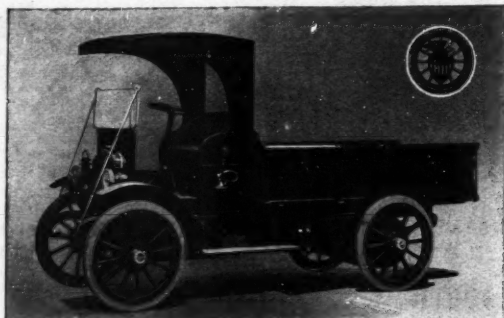
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It is the old reliable remedy for splint, spavin, curb, ringbone, thoropin, bony growths, swellings, sprains and lameness from many different causes.

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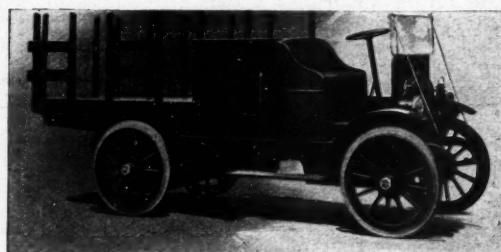
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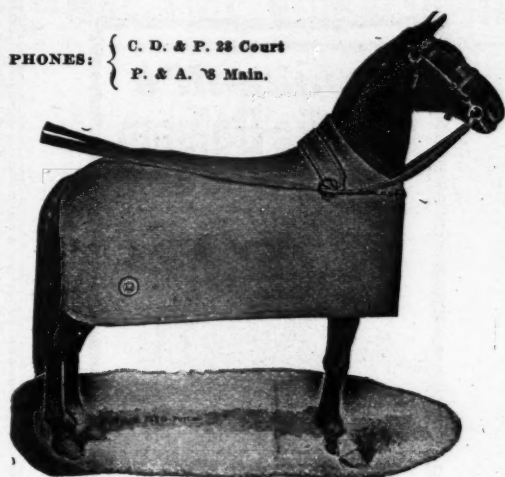
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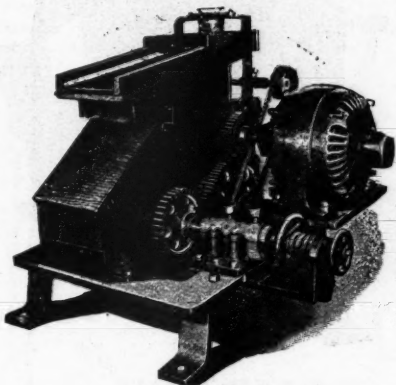
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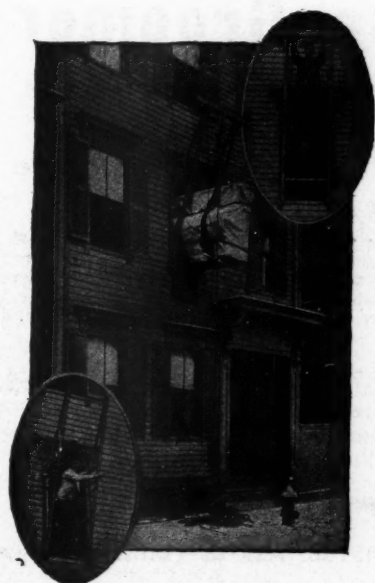
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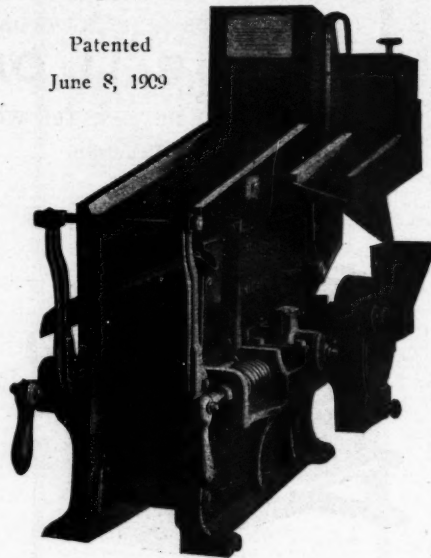
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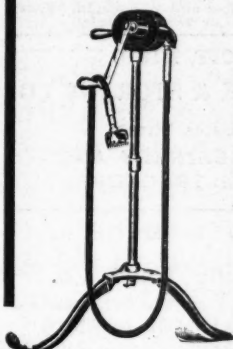
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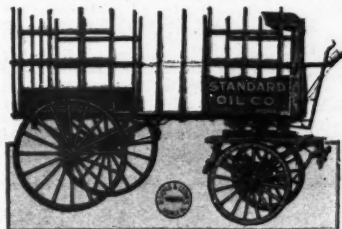
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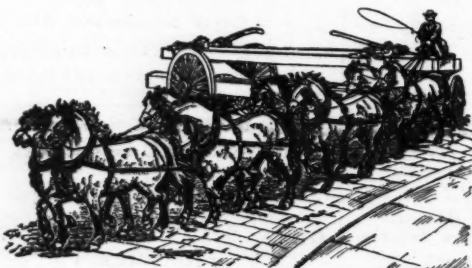
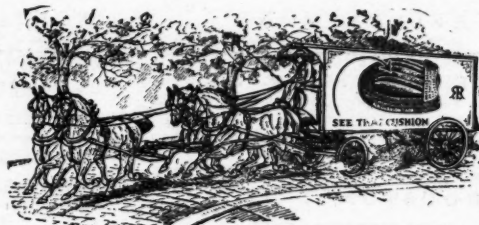
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Wm. Lindemann & Sons, Detroit, Mich.

E. Scott Payne Co., Baltimore, Md.

Nichols, Dean & Gregg, Minneapolis, Minn.

Meyer Wagon Works, Buffalo, N. Y.

Cook Iron Store Co., Rochester, N. Y.

Heavy Hardware Co., Toledo, Ohio

Hardware & Supply Co., Akron, Ohio

Wilkinson & Kompass, (Agents for Canada) Hamilton, Toronto, Ont., Winnipeg, Man.

Lyle Brothers, Pittsburgh, Pa.

Stichter Hardware Co., Reading, Pa.

Shadbolt & Boyd Iron Co., Milwaukee, Wis.

Scovel Iron Store Co., San Francisco, California

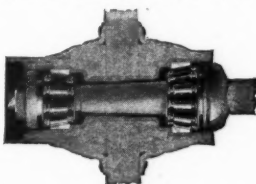
Waterhouse & Lester, San Francisco, California

G. B. Schulte & Sons, Cincinnati, O.

John Immel & Sons, Columbus, Ohio

Ft. Wayne Iron Store Co., Ft. Wayne, Ind.

Jacob Gerhart Hdwe. Co., Phila., Pa.



A valuable little book No. O-6 entitled "Making Horse Haulage More Profitable" will help you solve your hauling problems. Write for it today. Sent free, postpaid, on request.

WHY does the Standard Oil Company figure its haulage costs?

Because back of this company is an organization whose business it is to *know* the cost of every item that enters into its product.

Operating thousands of horse-drawn tank-wagons, over routes where motor trucks cannot be used to advantage, *horse haulage must be made to pay a profit.*

That's why Timken Roller Bearing Axles have gone under these wagons; that's why orders for new wagons or replacements of axles under old ones now read

TIMKEN

ROLLER BEARING AXLES

The Standard Oil Company *knows* that Timken Axles under their tank wagons enable them to earn a bigger percentage of profit on their investment. If they didn't, how long do you suppose they would continue to use them?

Possibly you have a system that tells you the cost of horse-haulage. Maybe you guess at this cost like thousands of others. In either case a set of Timken Roller Bearing Axles under even one of your wagons will prove to you what it did to the Standard Oil Company—

Horse-Haulage can be made to Pay a Profit

Timken Roller Bearing Axles on your wagons will reduce the draft 25% to 50% and that means that heavier loads can be hauled by the same horses; or, that it takes fewer horses to haul the same loads; or, that

you can haul the same loads further with the same number of horses; or, haul the same loads with smaller horses. Any of these save money for *you* the wagon owner.

Then there are other savings. Much less oil is required, once a month is often enough to oil Timken Axles. This not only saves oil but saves your barn man's time.

Because friction is almost nothing, wear is almost nothing too, and what little wear does come after thousands of miles of travel can be taken up in the bearings by a simple adjustment that makes them as efficient as when new.

Hot boxes are impossible, with their damage and delays on the road. Greasy hubs are done away with. So is "chuck" that racks even the best of wagons. The axles are fool-proof and trouble-proof, require very little care and are guaranteed for two years.



THE TIMKEN ROLLER BEARING COMPANY
CANTON, OHIO

New York Branch, 1999 Broadway
Chicago Branch, 1347 South Michigan Avenue

There is just one quality of Timken Bearings whether for wagons or motor cars



Packard

SERVICE KEEPS YOUR TRUCKS ON THE JOB

Packard service is based on our knowledge that mechanical delay means unnecessary expense to the truck owner.

The cost of a part may be insignificant, but the cost of an interrupted business schedule is often prohibitive. When a truck is laid up waiting for repair parts, your interest on investment, insurance, driver's wages and garage rent are going on at the same rate, while you pay an excessive charge for emergency hauling.

Delays mean excessive cost that must be added to the first cost of the truck. That is why a truck without service is expensive at any price as compared with a Packard.

Repair parts for Packard vehicles, carried by the Packard factory and Packard dealers, represent an investment of one million, two hundred and fifty thousand dollars.

Packard service means more than keeping repair parts in stock. Every Packard part is ready for quick installation. It is standardized: no filing, no machining, no tinkering. Where a fleet of Packards is in service, the parts are interchangeable in case of need.

The Packard dealer's thorough inspection and written reports insure continuous operation at minimum cost. Our technical men are always ready to give your driver expert assistance.

In short, Packard service makes your transportation schedule a known quantity.

Every time you see a Packard truck, remember Packard service stands ready to keep that truck operating every minute of every working day. Packard service is a part of the truck, a part of your original investment. That is one reason why Packard trucks are predominant in 185 lines of trade.

CATALOG ON REQUEST

The Loose-Wiles Biscuit Company after using Packard trucks for three years, have just placed their tenth repeat order which calls for 24 two-ton and three-ton units.

ASK THE MAN WHO OWNS ONE
Packard Motor Car Company, Detroit

LINCOLN HIGHWAY CONTRIBUTOR